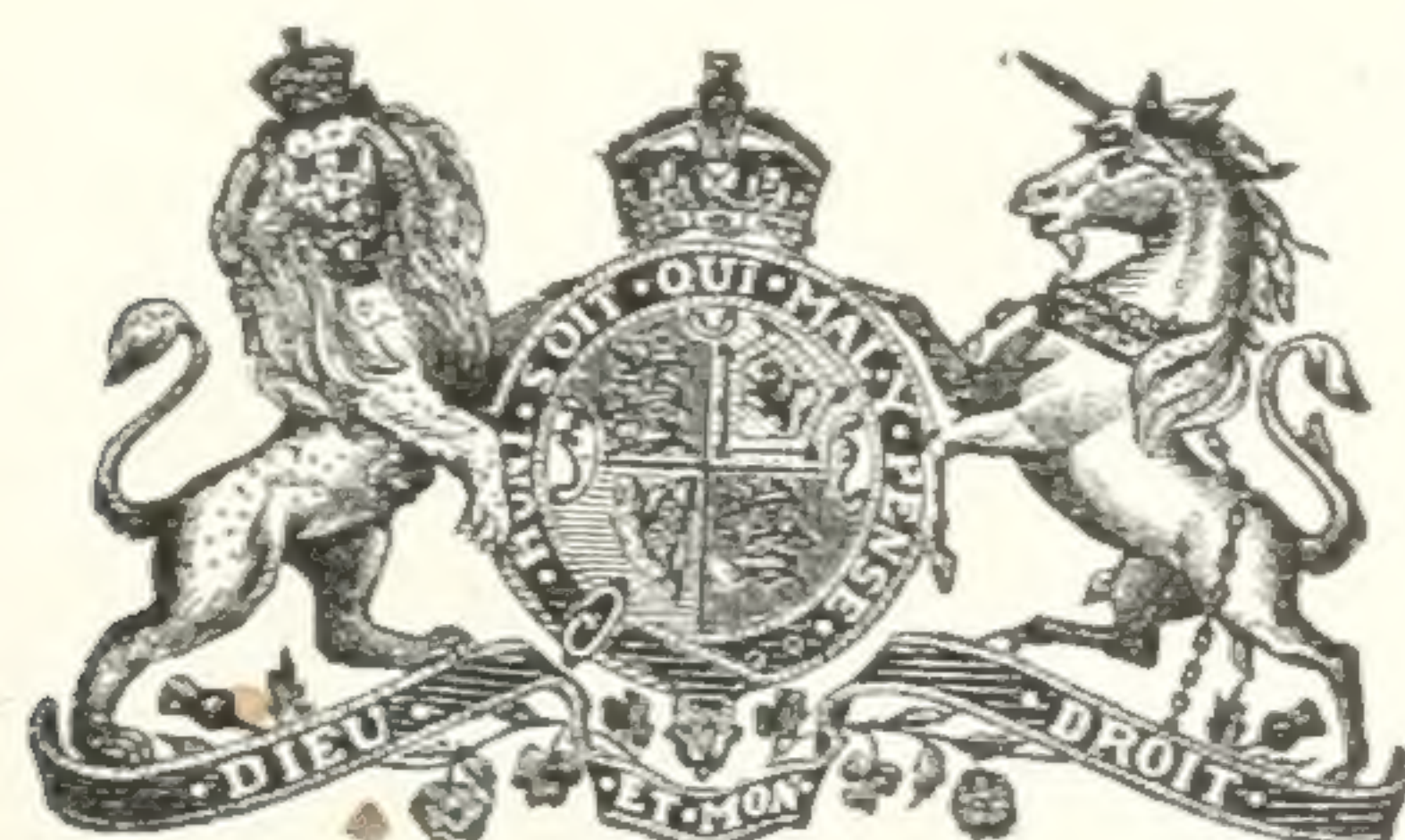


REPORT OF PROCEEDINGS
OF THE
DEPUTATION OF FRUIT AND
VEGETABLE GROWERS

IN THE HEARING OF SIR WILFRID LAURIER
AND PARLIAMENT, FEBRUARY 10, 1911

Also Memorandum Presented by the Meat Packers of Ontario and Quebec at a
Meeting held with Members of the Government on Monday,
February 13, 1911.

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OTTAWA

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HOUSE OF COMMONS,

OTTAWA, CANADA,

FRIDAY, February 10, 1911.

In the Chamber of the House at noon to-day, Rt. Hon. Sir Wilfrid Laurier, Prime Minister, Hon. W. S. Fielding, Minister of Finance, and Hon. William Paterson, Minister of Customs, received a deputation of fruit growers and market gardeners, who presented their views in regard to the proposed tariff agreement between Canada and the United States.

Mr. W. O. SEALY, M.P. (Wentworth).—Sir Wilfrid Laurier and Members of the Cabinet, I introduce to you, Mr. D. Johnson, president of the Ontario Fruit Growers' Association, and head of this magnificent deputation which has come here to-day, at considerable inconvenience and expense to themselves, to lay before you their ideas and wishes with regard to the proposed new reciprocity regulations between Canada and the United States.

Mr. D. JOHNSON, *President of the Fruit Growers' Association*.—Sir Wilfrid Laurier and honoured gentlemen,—On behalf of the Fruit Growers of Ontario and the Vegetable Growers of Ontario, I wish to read to you this memorial:—

To the Right Honourable Sir Wilfrid Laurier, Honourable Members of the Cabinet, Honourable Members of the House of Commons and Honourable Senators of Canada:

THIS MEMORIAL presented by the Fruit and Vegetable Growers of the province of Ontario,

HUMBLY SHEWETH:

WHEREAS the Government of Canada has for many years fostered and encouraged the development of fruit and vegetable growing in this Dominion, and has (evidenced by their action in the past) been largely guided by the views and opinions of many prominent men and organizations in close touch with the conditions surrounding these industries, and has given such assistance as has resulted in great activity and progress in the extension of orchards and vineyards, producing a rapidly increasing supply of Canadian fruits;

AND WHEREAS in connection with this movement systems of transportation have been developed along certain lines and an extensive campaign has been undertaken to supply every part of Canada with seasonable fruits at moderate prices;

AND WHEREAS the attention of the outside world has been drawn to this country, largely through the medium of the fruit industry, whereby many thousands of new settlers from Great Britain and other countries have been induced to invest their capital in fruit lands;

AND WHEREAS it is desirable to encourage rather than discourage the increase and sub-division of our extensive areas of valuable fruit lands, settling them with a thrifty and intelligent population;

AND WHEREAS the government proposes to admit American tender fruits and vegetables free of duty, of the varieties grown in Canada;

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AND WHEREAS we believe that such action will most seriously upset présent conditions and compel Canadian growers to seek other markets to their great detriment and financial loss;

AND WHEREAS there has never been, nor from the conditions surrounding the industry, are likely to be any combines of the scattered interests of these fruit growers to advance prices, situated as they are over a wide extent of territory and numbering many tens of thousands of people;

AND WHEREAS many millions of dollars have been invested in this industry, in the firm belief that the present or equally satisfactory duties would continue to be charged upon imported fruits and vegetables;

WE WOULD THEREFORE most earnestly and respectfully request that your government may, after due consideration of the points we have ventured to bring to your notice, and after full inquiry into all the conditions, reconsider the clauses referring to the interchange of fresh fruits and vegetables, and that you may then be enabled to place our industry on a footing commensurate with its great importance to the development of this country.

All of which is respectfully submitted.

D. JOHNSON,

*President of the Ontario Fruit
Growers' Association.*

J. W. SMITH,

*President of the Niagara Peninsula
Fruit Growers' Association.*

Honourable Gentlemen,—On behalf of this Memorial I may say a few words. We have come before you, not for the purpose of criticism but rather to give expression to our claims, which we believe are ours as Canadian citizens. It is the privilege of your government to give free trade to those who wish free trade and protection to those who wish protection. The farmers have asked that you give them free trade; on the other hand the manufacturers have asked that they be protected from American manufacturers. This, also you have granted, but you have forgotten the fruit and vegetable growers of this country and we desire the protection of our government against the Americans. It is unnecessary for me to explain to you that the fruit industry of this country has been largely developed and thousands of people have found in it a revenue. Now, we believe it is the intention of your government to throw down the bars of protection and allow us to suffer because our American competitors can throw their fruit into this country before ours is ripe. We believe that you are perfectly honest and conscientious, and we have no desire to embarrass you but we simply desire that you consider the fruit growers of this country and grant them their request.

Mr. JOHNSON.—I have much pleasure, Sir Wilfrid Laurier and honourable gentlemen of the Canadian cabinet, to introduce to you Mr. Bunting, of St. Catharines, a well-known and influential fruit grower.

Mr. BUNTING.—Sir Wilfrid Laurier and Honourable Gentlemen, with the utmost candor and with feelings of the most profound anxiety on behalf of the fruit and vegetable growers of this country,—a large number of whom are here at considerable personal inconvenience and expense, to attest by their presence and support the importance of this occasion,—I wish to present for your careful consideration certain phases of the proposed tariff changes in so far as we believe they will injuriously affect the fruit industry of Canada. If we have not been as active as the situation warranted in placing before the government the facts and conditions which surround the produc-

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tion of fruit and vegetables at an earlier date, we venture the hope that it may not be too late to lay this information before you, and to call your attention to the gravity of the situation.

I might well covet at this time the ability to voice the claims of those for whom I speak, in such a clear and convincing manner and to present such a statement of facts relating to this industry, as to at once appeal to you that my statements are correct, reasonable and beyond contradiction or doubt. My apology for appearing before you in this capacity is the emergency of the case and the fact that having been actively engaged in fruit and vegetable growing in Canada for over thirty years, having seen these industries grow and develop from comparatively small proportions to considerable magnitude, and having taken some share in many movements that have had for their object the advancement of horticulture in Canada, I may fairly claim to have some slight knowledge of conditions that are likely to advance or retard its development. After a careful survey of the whole situation I am forced to the conclusion that the proposed areement in so far as it affects the tender fruit and vegetable industry of this country, is likely to have a disastrous, and in some cases fatal, effect. Much thought has been exercised and a great deal of assistance has been given in the past by the Department of Agriculture—both federal and provincial—in this country in order that the fruit industry, in common with all the varied activities in which our people are engaged, might become prosperous and of great importance to Canada. Notwithstanding many serious difficulties and disabilities in the way of unfavourable climatic conditions, and the infestation of dangerous diseases and pests which at times have threatened to annihilate the industry in its infancy; these efforts, coupled with the perseverance of the men engaged in it, have been remarkably successful, so that to-day, encouraged by what was popularly supposed to be the settled policy of this country, many thousands of happy, contented and industrious people are busily engaged in producing from their gardens, orchards and vineyards ever increasing quantities of fruits and vegetables of the high quality for which Canada is noted, both at home and in the countries beyond the sea. A dark cloud has, however, suddenly appeared in the horizon and the fruit growers are everywhere anxiously asking each other, What does this portend? On every side the fear is expressed by those best qualified to form an opinion that it means disaster and in many cases destruction of the hopes that for years have been cherished, of being able to own a home free from encumbrance in some one of the gardens of Canada which abound in so many of her beautiful valleys. A feeling of uncertainty and unrest has been aroused, which, even if the cause is removed, will take considerable time to efface. It has been stated that this industry is a comparatively small one, and even if it be adversely affected in these negotiations, it should give way in the general interests of the public at large. I hope to prove to you that it is not by any means small and insignificant, and that if indeed it was of minor importance the proposed sacrifice of it will not in any essential manner benefit the country generally, and would not be undertaken if it applied to any one of many Canadian industries I might mention.

Accurate statistics are not available at present, but the best authorities agree that taking the province of Ontario (for which I am best qualified to speak) there is approximately 200,000 acres of land devoted to the production of tender fruits and vegetables—at least 50,000 persons directly or indirectly engaged in the business, forty millions of capital invested and about 15,000 regular employees—to say nothing of the thousands of extra people employed throughout the busy season from June to October, many of them from the adjacent towns and cities. These figures apply to Ontario alone, and do not include the extensive fruit areas of British Columbia, of which we hear so much and so favourably, nor those of the other provinces of the Dominion. Vast sums are paid out annually to conduct this business, for I desire to point out that fruit growing demands skilled labour, and it is no uncommon thing

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for a fruit farmer on twenty acres of land to pay out more in wages annually than does the average farmer on 200 acres of land. He also requires a greater variety of tools and implements, and while his gross income per acre may be larger his annual expenses are also very much greater. He is engaged in manufacturing one of the finished products of this country, one that required the greatest skill, industry and application, and one that sometimes is produced under the greatest difficulties and adverse circumstances. Owing also to the perishable nature of his product it must be placed on the markets at once when mature, and cannot be held for favourable market conditions. This industry has grown up and developed under conditions which have existed for the past twenty-five years and which, as far as the trade policy of this country is concerned, were popularly supposed to be stable and permanent. It required considerable time to prepare for, plant, and produce an orchard of fruit trees, and a number of years must elapse before the fruit grower can hope for any returns for his investment. Should conditions change in the meantime he is helpless to quickly change his methods, or the varieties and kind of fruit he is attempting to supply. One might well ask the question then: Would our government—would any government, calmly contemplate the jeopardizing of any industry in this country of equal magnitude, employing an equal number of people, and paying out equally large sums of money annually in wages, and of equal importance to the country at large—if this industry were engaged in the manufacture of iron or steel products or in the scientific utilization of any other of our many natural resources? I trow not. I believe every care would be exercised over such an industry, and every consideration shown it, and rightly so. We are strongly convinced that similar treatment in this instance will not have been accorded to the fruit industry should this agreement become effective.

I think I am justified in saying that fruit men are intelligent and patriotic; that should the emergency arise, none would be more ready to spend their last dollar, or give up freely every drop of blood in their veins, in their country's cause, if called upon so to do. These men are ready to repeat history at their country's call. They fail to see, however, why they should be singled out in this case and compelled to relinquish prospects and conditions of life that were reasonably satisfactory and prosperous, which have been slowly developed at the expenditure of years of effort and millions of money, and suddenly launched upon a sea of uncertainty and doubt. These men are willing to stand up in a fair field under conditions that are fair and equal, and battle for a livelihood for themselves and their families. But conditions are not equal, and it is not possible for our government to make them exactly equal. The best that can be done is to surround the industry with such safeguards as will at least ameliorate these inequalities and minimize them to as great an extent as possible. Recognizing this principle, the previous government made such regulations as were thought necessary, and these regulations have been continued under the present administration, with such changes and modifications as were shown to be in the public interest. Large investments have been based upon it, and hundreds of people, many of them from the British Isles, the United States, and other countries have taken up fruit and vegetable growing in Canada, influenced very largely by this fact. In this connection I desire to file for consideration a memorial from the Old Country Association, a considerable body of men, who have invested largely in this country, under these circumstances. But what do we find our position to be under the proposed agreement? We are compelled to pay tribute to a greater or less extent on every article that enters into the prosecution of our business; not only so, but also on nearly everything we require in our daily life, or for the comfort of our families, and against such compulsion we have never raised our voice in complaint, but have cheerfully shouldered our share of the burdens of the empire. We are now, however, to be turned loose to dispose of our finished product in competition with a people, our neighbours, it is true, but a people who are practically free from these limitations

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and extra costs, and who in addition are vastly helped by modifications and variety of climate, living in a country where there are extensive areas particularly suited for specializing in a large way in all the principal varieties of fruits, which we produce, which land may be procured in many cases at extremely low cost. Cheap labour may also be secured in many such localities, and it is often possible to produce two or three crops in a single season, entirely out of doors. These factors all go to lessen the cost of production and to increase the margin of profit of the more southern grower. In our own country it often requires the greatest care and the use of the most modern plant and appliances to secure even one crop reasonably early in the season. In the fruit and vegetable business it is a clearly understood fact that to be fairly successful one must be able to produce at least a portion of the various crops grown a little in advance of the regular season. The old adage that 'The early bird gets the worm' is peculiarly true of these industries. To this end, the best energies of every progressive fruit and vegetable man are directed, and in proportion as he succeeds in this respect, a large measure of his general prosperity may be estimated.

I have taken the average from my books for the past two seasons in regard to the shipment of early tomatoes and I find that they are about as follows: For the last two weeks of July my average net returns for the ordinary eleven quart basket were 87½ cents per basket; for the last two weeks in August only 15 cents per basket—in both cases including the package. After that time the canning factory price of about 25 cents per bushel prevails, and the great bulk of tomatoes are marketed in that way. Much the same conditions will apply in many other lines. The great bulk of the fruits and vegetables produced in this country, so great is the competition, are disposed of at cost and some times less than cost, and it is to the earlier fruits and vegetables that we look for a margin of profit.

Under the proposed arrangement this will be largely cut off, and in order to recoup ourselves for this loss, we are pointed to a market already supplied to the full and sated by the productions of our more fortunate neighbours. In such products as melons, tomatoes, potatoes, berries, plums, peaches, grapes and early apples the markets will be loaded weeks before our crops are ripe and our early fruits will meet a glutted market in the height of the season, while our later fruits will be like an after season bargain sale—if indeed we can dispose of them at all.

Permit me to present an extract from the *Boston Globe* of January 28, 1911:—

'Arthur T. Cummings, ex-president of the Boston Fruit & Produce Exchange, who has laboured a year and a half to bring about reciprocity with Canada, said: "Dealers in green things in New England have nothing to fear from Canadian competition. Reciprocity is going to open a great market for all our New England hothouse stuff. Indeed it will provide an outlet for stuff of all sorts, from Miami, Fla., to California. For all sorts of green stuff reciprocity is what we've been working for and praying for. It is the best thing that could have happened to New England, on that line, anyway.'"

In other words, Mr. Cummings believes that notwithstanding the proximity of such great markets as Boston, New York and Philadelphia, and other large cities that might be mentioned—he not only hails with delight the opportunity of exploiting the Canadian market with the surplus New England products, but also the prospect of being relieved to some extent from the keen competition of the Southern States, which will no doubt flood our Canadian markets.

Under such circumstances as these I believe our own industries will be paralyzed. Our land values will rapidly deteriorate, and what is now a vast area of happy and contented some of a prosperous people will become a community of discontented and hopeless tillers of the soil, groping in the darkness for a goal which has suddenly become obscured from their view. The progress and development of this industry which has been working out slowly amid great difficulties for many years, but which we trusted was on the high road to a wonderful prosperity, will be sud-

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denly stopped and the equity of many a promising and enterprising citizen, who has been led to invest his all in this country in the hope and expectation of stable conditions, will be wiped out. This is a gloomy picture, and some may think it is exaggerated for a purpose, but if time would permit I could call on many in this large gathering of interested men of both political parties who would corroborate what I have stated in more forcible language.

As far as the Canadian consumer is concerned, he will not be greatly benefited, for instead of enjoying a regular and rapidly increasing supply of Canadian fruits and vegetables produced in his own country, he will to a large extent be dependent upon the over-production of southern centres, which cannot be counted upon for a regular and constant supply. It must be admitted that even if our people are obliged to wait for a few days or a week until the Canadian crop is ready, that the satisfaction of obtaining fresh home-grown products will more than compensate for the patience that may be exercised.

With regard to the general prices received by the grower in this country, I do not think that they are essentially higher, in their proper season, than those obtained in the eastern markets of the United States. An investigation of the books of several large growers shows that for the past two years the net returns for No. 1 to choice peaches were not more than 40 to 45 cents per 11-quart basket, and an average of 14 cents per 9-lb. basket for choice grapes of standard varieties. Similar moderate prices in other lines of fruit can also be demonstrated, so that from the standpoint of the Canadian consumer of fruit there is not much to be said in favour of this agreement. If we take the western market, which is opening up so rapidly and to which the eyes of the whole world are turning, as well as those of our neighbours to the south; we have spent many years in an honest determined effort to supply that country with our products in good condition, and at reasonable prices, and are only now beginning to see the result of our efforts. We have been hampered by unlawful combines. Indifferent railway service and excessive charges for carriage to that country has delayed our success. We have, however, broken the back of the one and our excellent Railway Commission has assisted greatly in remedying the other, so that now we are sending our products in ever-increasing quantities to the west, and are in measurable distance of fully supplying that market with plentiful supplies of our Canadian fruits in their season.

In support of this, permit me to call your attention to the following figures, showing the rapid expansion of this trade during the past few years: In 1904, a sample car of mixed fruit was sent to Winnipeg from St. Catharines shipping station, under the especial care of the Department of Agriculture, in order to settle some questions that were in doubt. This car proved a success. It was followed in 1905 with 28 cars, 44 in 1906, 62 in 1907, 56 in 1908, 130 in 1909 and 264 in 1910. These, be it remembered, from only one shipping point, and there are nearly a dozen in the district. It is estimated that at least 600 cars of mixed tender fruits were sent out to the west from the section between Hamilton and the Niagara river during the past season. We believe not less than 1,000 cars will be the output for 1911 from this one section alone, if the market is not destroyed, and from present appearances this trade should increase rapidly from year to year as time goes on. We have done our share in opening up that country. We have assisted in building the lines of railway that have made the west possible, and now we ask that to some extent at least we may be permitted to continue business with our fellow-countrymen out there on a reasonably safe basis. During the past five years this trade has increased by leaps and bounds until now whole trainloads of fruit are wending their way westward during the season—giving the people of our newer provinces ever increasing supplies of our own fruits. The proposed agreement will stop this movement to a very large extent. Supplies, of a more or less intermittent character will be sent in from southern and western points, when and whenever there is an over-supply in their own markets.

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Our Canadian growers will decline to continue to cater to so uncertain a market, where loss and disaster stare them in the face, at any time, and will either engage in some other more promising occupation or else emigrate to some locality where conditions are more favourable.

I might also refer to the maritime provincial trade, which is assuming considerable proportions in the lines of fruit which they do not successfully produce. These shipments are carried largely by our Canadian railways, which we have assisted to build and which are being rapidly extended throughout the west. Should these markets be practically cut off, or made so uncertain as to be useless, as undoubtedly they will, the labour and effort of years in working up this trade will have been largely in vain, and we will find ourselves confined to the local and near by American markets. From a careful survey of the markets of the American cities, owing to our not being able to reach them sufficiently early in the several seasons, we find no inducement for us there with the possible exception of cherries and raspberries, two lines which might possibly be sold to advantage in the United States in occasional seasons.

The style of packages in use, and methods of handling our business are so very different from those that obtain across the line and the fact that it takes years to produce special varieties that are demanded by certain markets, which markets may at any time be as suddenly cut off, makes the fruit growers' position in this respect very uncertain.

Personally, after thirty years building up a business in Canadian territory and with Canadian people, I look with great apprehension on the proposition of being practically compelled to begin life over again under conditions that appear to me to be handicapped at every step of the way. I most sincerely trust, and in this I voice the hope of thousands of Canadian fruit and vegetable growers, that some way may be found to consummate whatever good features may be contained in this trade agreement without it being necessary to sacrifice the interests of the large number of people engaged in the production of fruits and vegetables in this country.

Mr. JOHNSON.—Honourable gentlemen, I have now much pleasure in calling upon and introducing to you Mr. A. W. Peart of Burlington, and who will also speak to you upon this subject.

Mr. A. W. PEART (Burlington).—Sir Wilfrid Laurier; Honourable Members of the Cabinet; Honourable gentlemen on both sides of the House: The Friday succeeding the presentation of the Tariff schedules was dull and clammy and misty in the Burlington district. Dame Nature seemed to be sympathizing with the feeling of the fruit-growers and the vegetable growers of the country. To-day seems to be bright and sunny and Nature seems to sympathize with this deputation, and I am quite sure that Sir Wilfrid Laurier and his cabinet will not be in opposition to the nature of this day. A short time ago a short resolution was passed by the Burlington fruit-growers to the effect that the government be asked to retain the present duties on fruits. This resolution was carried. The Burlington district is fifteen miles deep and fourteen miles long. A large number of fruits and vegetables are grown there—peaches, plums, cherries, grapes, and all the small fruits as well as a great many of the different varieties of vegetables. Large quantities of tomatoes are grown there. It has been estimated that in the Burlington district alone; as we consider the great amount of vegetables and fruits shipped and carried to Hamilton and sold on the market there, and sold elsewhere,—if we consider the amount of fruit sent out by the express companies—the Dominion Express and the Canadian Express—and freight, and also delivered to the canning factories,—it has been estimated that if we put it in car lots of ten tons to the car, there are 1,000 carloads of fruit produced around that district. I therefore submit that the Burlington district should be considered from that point of view. I wish to submit that if the proposed schedules come into effect competition will hardly be equal. Everything we have to buy will be bought practi-

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cally in a protected market; that is to say, we would have to sell in the markets, on their open market, but when we have to buy the probabilities are that our raw supplies, such as ploughs and cultivators, &c., would be higher than what they are in the United States and in that way the growers here may be handicapped. I think there is another point of view we might take. It seems to me if we take the trade figures during the past few years—unfortunately I have not got them here—not only during the past three or four, but during the years 1904, 1905 and 1906, and if we consider the balance in trade in fruit such as we grow, it seems to lay against us in the proportion of 2 to 1, and if we take that and consider the population of the United States, which is about 90 millions, and consider our population of 8 millions, it would seem that while we import double in value from them than what they import from us, that for every dollar per head they spend on our fruit we per head spend \$22 on imported fruit. Still they with their great capital invested in the fruit business wish to invade our markets. Another thing is this: I have been trying to find out the amount of capital invested in the fruit districts in the United States, leaving out bananas and other tropical fruits, but taking the varieties of fruits we grow in this country. I find this gives me an estimate of some \$400,000,000. I do not know how that is; it seems low. They are farther south than we are. The total investment in Canada at the present time appears to be around \$100,000,000, and when we consider the fact that our latitude is north of the States, that their population is ten times ours, they would probably have ten times, or twelve times, the amount of capital invested in their business that we have;—however it is very difficult to get at that. I think we may agree their capital is much larger than ours. Here we have two men engaged in turning out the same line of products; one man has a capital four or five times greater than the other man. In the business world it seems there is no heart, no conscience; the tendency seems to be to crush the poor competitor; and it seems to me that would be the result if the proposed schedules were passed.

Another matter that has been touched upon is that the season is earlier. It seems to me there is a great deal in that. A great quantity of strawberries are grown in this province. Probably half of the small fruits are strawberries. Their season is earlier than ours—perhaps a week or two earlier than ours. When our early berries are ready their main crop is on the market and they will get the cream of the market and we get what is left; and when our strawberries are on the market their strawberries are on the market; and it seems to me that our early fruits, in all the varieties would suffer in that way. Now, I wish to submit also that the time is not opportune to bring negotiations, in so far as the tender fruits and vegetables are concerned. I have not been aware that there was any demand on the part of the fruit and vegetable men for it. I think this country has prospered for a great many years. I do not know when the farmers have been more prosperous. The manufacturers are satisfied; the wage-earners make good wages. So that it seems to me, Sir, that the time for introducing this matter into the politics of our country is somewhat inopportune; it has also been said that both parties on the other side of the line—the Republicans wish to revise the tariff down, and the Democrats are anxious to lower it, and it seems to me that they would be compelled to reduce their tariff, which would be to our advantage.

On behalf of the tender fruit men and vegetable men of the district which I represent, and introducing the Memorial which has been read to you, I appeal to you and to your cabinet and to all the members of parliament on both sides of the House, that nothing be done to endanger the great and important industries of this province.

Mr. JOHNSON.—I again have much pleasure in calling upon and introducing to you Mr. Thomas Rowley, a well-known nurseryman of Leamington.

Mr. THOMAS ROWLEY (Leamington).—Sir Wilfrid Laurier and Gentlemen,—I am possibly in the most trying position to-day that I ever was placed in in my life.

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In appealing for fair play to the fruit and vegetable industry of this country we come to the man whose name we most revere—the Right Honourable Sir Wilfrid Laurier. We do not wish to be considered as taking to ourselves the only credit for what small success our business may have attained. Our utmost efforts would have been in vain had we not been assisted by a government whose devotion we could always rely on; and it is a great pleasure to me to pay this just tribute of praise to those whose hearty co-operation to the best interests of all concerned I shall always remember with gratitude.

In speaking on this question I want you to fully understand that I am not in a fighting mood against the government, nor do I think that many of the South Essex growers are, but I believe that the government has been mislead and that if many of the facts are placed before them to-day they will hasten to rectify the mistake before the proposed legislation is filed. Under the present tariff our fruit and vegetable growers have been encouraged to plant orchards, build green-houses to supply the increasing demand of our population, and at the present time we are beginning to consider whether the supply would not be more than equal to the demand, and asking if we are not going to overdo the market. Does it seem fair, that after our growers have spent millions of dollars in planting orchards, building green-houses and hot-houses, and clearing land that we should be asked to stand aside and allow a foreign country to take our markets from us without giving us a material advantage on theirs. I claim it is impossible for us to compete with the United States market when we consider their cheap labour and tropical climate. It seems to me impossible to get in fair on these lines. Even under the existing tariff the Americans are getting the margin on the market because they are dumping the dull end of their market on us when our fruit is just ready. Owing to their varying climatic conditions they have a continuous crop, and they could flood our market with inferior fruits and vegetables, leaving us at all times to a slump in prices, which will leave our grower in a much worse state than what he is under present circumstances.

Then, does it seem fair that fruit and vegetables should be free while canning factories and manufacturers have a high protection? For instance, we deliver a bushel of peas to the canning factory at \$1; they take them in and place them in cans and they are worth \$1.20 to the company. We deliver a bushel of tomatoes to the canning factory at 25 cents; they take them in and place them in cans and that same bushel of tomatoes is worth to the company, free of duty the sum of 75 cents. We deliver a dollar's worth of cucumbers to the pickle factory; we deliver another dollar's worth of fruit to our local grocery, and if we want pickles in return we get 67½ cents worth of pickles. We deliver another dollar's worth of fruit to our local hardware merchant—he calls us up and says his wife wants some fruit. If we want cutlery we get 72½ cents worth of cutlery for our dollar's worth of fruit. We ship \$100 worth of fruit to Toronto and we want a windmill in return; we get an \$80 windmill for our \$100 worth of fruit. We ship another \$100 worth of fruit to Hamilton; we want a boiler in return; we get an \$80 boiler because they have to pay 26 per cent duty. We want a wagon and we get a \$77.50 wagon because they have a duty of 22½ per cent. Does it seem fair that our dollar's worth of fruit will only buy 22½ cents worth of pickles, and 72½ cents worth of cutlery, and not more than 50 or 60 cents worth of canned fruit or vegetables; and that our \$100 worth of fruit will only buy an \$80 windmill, an \$80 boiler, a \$77.50 wagon or a \$70 spraying machine?

The manufacturer asks and gets a high protection on farm implements, calling it his finished product. They quite forget that their finished product is our raw material. How would they like it if we got a high protection on our finished product—fruit and vegetables—and got our raw material free? Some years ago the young men were leaving the farms and going, as they thought, to the more lucrative work in the city, with the result that the father and mother and small children were left at home to run

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the business as best they could. Now the conditions are somewhat more favourable on the farm; and now we are asked to feed the manufacturers on the free market while for every \$100 worth of stuff we have got to go down in our pocket and make them a present of an average of \$25. Of course, some will say that it doesn't need as well an educated man, or as much brain, or as much capital, to run our business as it does manufacturers—which statement I say is untrue. Because many of our young men have met success in manufacturing, while never yet have I heard of a manufacturer running a fruit and vegetable farm successfully. And as far as capital is concerned, I will venture the assertion that there is more money invested and more labour employed in the fruit and vegetable industry of this country than there is in all the manufacturing industries combined—and we are not getting half the consideration. And, as a proof that our business is not as profitable as theirs is, a manufacturer will go into business and, if he is the right kind of a fellow to look after his business, he goes in with a few dollars and in ten years he is rated around the million dollar mark. The young boy on the fruit farm commences to work just as soon as he is able to carry a basket of strawberries, and, if by the time he is 60 or 65 years old, he then has a competency or enough to keep him out of the poor-house, he is pointed out as a very successful man. Then I would ask the government if they ever considered that all these great manufacturers that we read about and hear so much about are ever good, because, according to what the Good Book tells us, Adam was a fruit grower, and he was placed in the position that he had to steal fruit, and it seems to me that according to these new regulations the government is doing its best to make us, by the sweat of our brow, eat bread until we return to the grave.

I claim we need more consideration and more protection than the manufacturers, because we have more money invested and are employing more help and are handling the perishable product, while theirs is not perishable. For instance, the manufacturer gets his product ready for the market, and if the market is not good he can hang on to it until the market is ready; but if our goods are not on the tables in from 36 to 40 hours it becomes a total loss. We claim our government should give this matter of the fruit and vegetable industry serious consideration before it is too late.

There around 100 greenhouses in our district. I have not the prices of them all, but three: Mr. Fraser's cost \$7,000 R. H. Ellis' cost \$12,000, and W. W. Hilburn's \$6,000. But to be just and fair, we will put them at an average of \$1,000 each, and we have the enormous sum of \$100,000 just there in greenhouses. I didn't have time to count up the acres planted out in peach orchards, because they are like the sands on the sea shore—beyond number. When our representative was in Leamington the other day he told us he didn't think we should have any competition in the fruits from the Southern States, because, he said, it is so much superior to the southern stuff, and he referred to vegetables in the Yukon district—it is so much better than that grown in our district. I believe that to be true. It is not the superior product of the north that we fear, but the inferior product of the south. For instance, we would be quite willing to allow our government to make a treaty with the United States to allow Alaska to ship all her superior quality of vegetables and fruit into Canada they can raise. We would not even ask for reciprocity to ship back to Alaska. Conditions are not any more different of Alaska and Canada than Canada and the Southern States.

And now, gentlemen, does our government think they are giving us a square, fair deal in the Reciprocity Agreement? And can they ask us, as loyal Canadians, to go on building up these great industries and creating new markets for the fruit and vegetable growers of the United States? And does it seem fair that we shall help build up this grand country, and bring immigrants from England and the United States and Europe, and then have the government practically say, 'You fellows are not capable of feeding these people; we will ask our esteemed friends and neighbours,

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the Americans, to do the job for you.' I would like to ask the government if they think this is a proper time to tinker with the tariff? Canada has become prosperous during the past ten or fifteen years under the present tariff, and why change? A short time ago a deputation waited upon our esteemed Premier, asking him not to make changes in the proposed tariff. Our esteemed Premier replied and said that it was a real good thing to let well enough alone, but it was a much better thing to try and get something better. Now, Sir, we have, I think, and justly so, the best government in the Dominion House of Canada to-day that it has ever been the privilege of Canadians to enjoy, and in a short time they will be appealing to the country, and I would hate like thunder to go to the backwoods of Essex and tell the people to try and get a better government. I once heard of a man—a great big robust fellow in perfect health, but he commenced to take drugs and soon died. After he was dead this epitaph was placed on his tombstone: 'I was well; I would be better; now I am dead.' And we, as Canadian citizens, are well under the present tariff. If we would be better, we should be careful or we will be dead.

Mr. JOHNSON.— I have much pleasure in calling upon and introducing to you Mr. Thomas Delworth, Secretary of the Ontario Vegetable Growers' Association.

Mr. THOMAS DELWORTH, *Secretary Ontario Vegetable Growers' Association*.—Sir Wilfrid Laurier, Honorable gentlemen of the Cabinet of Canada and members of the House of Commons,—In speaking before you to-day I wish to speak for the vegetable growing industry of this province, and first might I be permitted to make a few remarks to the extent of our business. I am taking figures for the market-gardening district immediately around Toronto, and we claim that is where most of the vegetables are grown, except around Montreal. We have in the neighbourhood of Toronto, close to the city limit, some 800 gardeners engaged in market gardening. They are working an average of eight acres each; this land is worth an average of \$400 per acre, and their average equipment has been valued at about \$2,000. This, when figured out, gives us a capitalization of something over \$4,000,000. This is very intense cultivation. Sometimes the returns per acre averages high. Sometimes we have a chance of getting a higher return per acre, but there is also a chance of a failure in the crop. The average return per acre is about \$200, which gives us an average turnover of about \$1,200,000. I wish to impress upon you that when you take that one small district and remember that that district is typical, though somewhat larger than the other districts surrounding large cities, and you will get some idea of the amount invested in that district and the return from it. I quite agree with the remarks made by Mr. Bunting regarding the effect this proposed treaty will have on our business. Mr. Bunting spoke of the tomato industry and showed how they drop with us. The price depends altogether on the season of marketing tomato crop. I will give you my own sales for last year: On the 2nd of August I received \$1.58 per basket; on the 5th August, \$1; on the 9th August, 35 cents; on the 13th August, 25 cents; on the 23rd August, 17 cents; and on the 30th August, 10 cents per basket. What I wish to show is that the price we receive for our products is almost entirely a question of the date on which we can place it on the market. A matter of two weeks' difference in the date of marketing that crop entirely wipes out all the profit we get for it. The profit of the crop is all in the first two weeks. Under the proposed treaty we will be subjected to unrestricted competition with a country that can place the crop on the market in advance of us. These prices were under a protection of a 30 per cent tariff. When you wipe out all that you take 30 per cent off the profit we get. By the time our products are ready to ship to market their market would be the same as ours would have been at 10c. per basket. This argument applies to almost all our products right along the line. This drop in prices is not accountable by the increased supply. Our vegetables, coming in as they do after a winter season,—there is a craving for fresh vegetables. The man who first supplies that craving

gets the profit. By the time we ship our stuff to the United States that market will be supplied there, and under this treaty our market will be supplied through them.

Now, permit me to ask the question: Who will be benefited by this? By referring to a Blue Book report lately issued by the House, the Minister of Finance shows the amount collected for duties on vegetables imported into this country from the United States in 1910. I understand this to mean the duty paid in the past year on these products. I find they are as follows:—

Potatoes	\$ 43,729 00
Tomatoes	50,108 00
Other vegetables	138,474 00
Melons	21,243 00
<hr/>	
Total	\$253,554 00

(A little over a quarter of a million dollars.) This revenue will be lost to this country under the proposed agreement. Now, that will be lost revenue—the country will lose that. What will the consumer get? We claim the consumer will be paying very little lower than he is now. The only advantage is his craving will be supplied a week or ten days earlier than now. The first early vegetables will come on the market a little earlier. The people have a great craving for it. The next vegetable comes along and they immediately want that and leave the other. Under the proposed treaty our people would possibly be able to satisfy that craving a week or ten days earlier than now, but the price would be as great as it is now. So that, although there would be this loss to the revenue of this country our consumer would receive no material advantage. Who would gain by this? Nobody but the American grower sending the stuff to this country, and possibly the commission man and our transportation companies. So far as I can see that is the case as it stands for the open-house vegetable grower.

Now, with regard to the green-house vegetable industry. This is an industry that has increased very much the last few years. It has been built up under the tariff. The people demand luxuries. This business, under the present tariff, has been fairly prosperous for those who can put capital in it and finance it. The proposed treaty would allow the products of the American green-houses in free of duty. We will take the State of Ohio; in that State we are told there are 100 acres of green-houses used in the forcing of vegetables; there are large plants devoted entirely to that. Will we be placed on equal terms to compete with them even as they are now? I claim we are not. Take the case of bituminous coal, which heats those large plants. We have got a reduction of 8c. a ton, which leaves the duty at 45. A year ago I thought of extending my plant. Several firms in New York city were giving me estimates on a steel green-house. I found it was 30 per cent duty coming into this country. Now I claim that is a very heavy handicap on our green-house construction. We take our boilers, gasoline engines for pumping water, wind-mills. There is a heavy duty on all these. This will be a serious handicap to us in competing with those across the line. We are not here claiming that any class in our community receive too high duty; we are not hostile to any other class—manufacturers or any others. We merely ask that we shall be put as nearly as possible on an equal footing in order that we may compete with those whom you are admitting into our market. There is a high duty on all articles which we have to buy and we think it is not fair treatment to this one industry, this growing industry, this industry that is so necessary. We are producing the vegetables and fruits of this country and we say it is a most essential thing for the country. We claim that we are not on an equal footing to compete with that other market.

Allow me to leave with you a Memorial from our Association, which I will take the liberty of reading. (Reads)—

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MEMORIAL of the Ontario Vegetable Growers' Association and other Market Gardeners, *re* proposed Reciprocity Agreement, as regards the importation of fresh vegetables.

WHEREAS this Association is composed of men who are citizens of Canada and engaged in the business of growing vegetables for a livelihood; and whereas a measure has been submitted to the House of Commons of Canada granting a reciprocal free trade in fresh vegetables between this country and the United States; and believing as we do that the Bill as proposed will work great hardship and injustice to the vegetable growers of this country, and be of no appreciable advantage to the dwellers in our cities and towns, who are the consumers of our products;

And WHEREAS the proposed measure, while entirely removing all import duties from our products, makes no reduction whatever in the duties on most of the machinery and supplies, including windmills, pumps, gasolene engines, greenhouses, boilers, pipes, glass, ventilating and irrigating machinery, being necessary equipment for our business, all of which are very largely imported; and further, that where reductions are made as in ploughs, bituminous coal, and a few other items, such reductions are so small as to be almost imperceptible.

And WHEREAS we believe that the measure, if it becomes law, will cause our country to be flooded at certain seasons of the year with the surplus of the southern market, causing great loss to our Canadian vegetable growers, without affording any commensurate advantage to the consumer. The only advantage that might accrue to the consumer would be that he would receive vegetables about two weeks earlier in the season than he is doing now, the price that he would pay being about the same as at present, and the Canadian producer would have to start selling to a market already glutted with a produce similar to his own, being the surplus of southern markets, climatic conditions preventing the Canadian grower putting his produce on the market at the same time as his Southern competitors.

THEREFORE this Association most energetically protests against the enactment of the proposed measure.

Mr. JOHNSON.—Honourable Gentlemen,—I have now much pleasure in calling upon and introducing to you Mr. John McElvoy, representing the Quebec Vegetable Growers' Association.

Mr. JOHN McELVOY.—Sir Wilfrid Laurier and Honourable gentlemen of the House: I have just heard a man making a remark a few minutes ago, saying he was in a very awkward position—but what am I going to talk about? The subject has been pretty well covered.

So far as the Province of Quebec Vegetable Growers' Association, which I represent, is concerned, I will try to give you an idea of the amount of capital and labour invested in the neighbourhood of Montreal. I live on the borders of Montreal. We have eight municipalities which have been annexed to Montreal. There are 250 gardeners in that small district; these men employ about ten men apiece at an average wage of \$10 a week, which makes \$1,300 a year. Those 250 gardeners have an average of 200 hot-beds each, which make a total of about 50,000 hot-beds in that small district. These 250 gardeners cultivate an average of 30 acres apiece, which gives a total of 7,500 acres; these 7,500 acres of land annually will turn over \$200 an acre, giving a total turned over of \$1,500,000. Those 7,500 acres of land, valued at \$500 an acre, gives a total of \$3,750,000.

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Now, the stock and equipment for gardening, consisting of horses, wagons, ploughs, harnesses, carts, different tools, and everything else averages about \$2,000 for each gardener, which gives a total of \$500,000.

Outside of that district we have about 3,000 other gardeners. Those 3,000 gardeners represent about 15,000 acres of ground, and employ about 6,000 labourers.

The valuation of these 15,000 acres of land is about \$100 an acre, giving a total of \$1,500,000. The stock for gardening these 15,000 acres of land by these 3,000 farmer-gardeners is valued at \$300,000. Those 3,000 gardeners employ an average of two labourers each, which gives a total of 6,000 labourers.

Now I come to hot-house plants. We have one district in the city of Montreal, the Cote des Neiges district, there there are about 300,000 square feet of land under glass, valued at \$200,000, not speaking of the other large plants in the surrounding district, valued, I suppose, in the neighbourhood of \$300,000 or \$400,000 more. These plants employ a lot of labour in the dull season. Notwithstanding all those materials used in construction, our plants are subject to a very heavy rate of duty.

We came to this House, I think it must be some eight or ten years ago; we presented a memorial to the honourable Minister here, asking him to raise the rates a little on those materials. I think it was raised 10 per cent. During that time the farmers and gardeners around that district had their farms pretty heavily mortgaged; I myself had to leave my own home and seek labour elsewhere to try and wipe out that mortgage. Now this is all changed. Our mortgages are nearly all wiped out and we have bank accounts. Now it is our desire at the present time to remain as we are. I might also say that before this Treaty of Reciprocity was discussed, even in this district there was one man had contemplated installing another plant that would cost him from \$75,000 to \$80,000. He went as far as to call for tenders, but as soon as he heard this rumour of free trade he cancelled his order for the time being.

Now I don't think there is anything else for me to say. Those other gentlemen have explained everything pretty thoroughly to you. We claim that this free trade, these plants and all this money invested will surely put us out of business. To-day the farmers and gardeners in my district are prosperous, and as I tell you, their mortgages are all wiped out and they are men to-day with bank accounts and seem to be prosperous, and it is their desire that we ask the Government to leave things as they are—leave well enough alone.

Mr. JOHNSON.—Honourable gentlemen,—There are here a few more speakers who will speak briefly to you, and whose statements will be worthy of very serious consideration. I have much pleasure in calling upon and introducing to you Mr. E. E. Adams, of Leamington, representing the fruit and vegetable growers of Leamington.

Mr. E. E. ADAMS (Leamington).—Sir Wilfrid Laurier and gentlemen of the Cabinet,—The time is now very, very limited, and I am not proposing to take up your time at the present. I might say, as has been said previously, we have about \$100,000 worth of green-houses in the vicinity of Leamington. Those green-houses have been erected under the protection of the tariff. To be brief, we would ask that you do not at present alter the conditions that we had during the last twelve or fifteen years. If the present agreement goes into effect our protection will be immediately removed and we will have to come into competition with the population of the United States, the cheaper labour and the black people, and I think this government will hardly ask us to place ourselves, as white men, upon the level of the black. In the county of Essex we have a lot of people there growing tobacco. The duty, as I understand it, is 50 to 100 per cent, according to the tobacco. We, as vegetable growers, ask you to place us in the same position as our neighbours with only a line fence between us.

In speaking of peaches, which are mentioned here to-day, a great many peach orchards are owned in our district. Those peaches are shipped to North Toronto and

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Winnipeg. Now, as fruit growers, we are handicapped somewhat in producing stuff in competition with the United States. If I want \$5,000 worth of glass to increase my business—as I was desirous of doing—I have to pay under the proposed new arrangement something like 15 per cent. If that glass came into Canada free of duty, and we did not have to pay duty to prepare our green-houses and equipment, we might be on a slightly more equal footing; but under the proposed agreement it is unjust and unfair. As to the value of land; in our district I might say land is valued from \$150 to \$3,000 per acre. Take the difference in labour; they have coloured labour at 50 cents, 75 cents and sometimes \$1 per day, and it seems to me where we have to pay \$1.50, \$1.75 and \$2 per day, we cannot compete with them.

The time is going fast, and I shall not take up any more of your time; but I hope you can see your way clear to accede to the request of the fruit and vegetable growers of this province.

Mr. JOHNSON.—Sir Wilfrid Laurier and honourable gentlemen,—I will now call upon and introduce to you Mr. J. D. Fraser, of Leamington.

Mr. J. D. FRASER (Leamington).—Sir Wilfrid Laurier and Mr. Fielding and gentlemen,—As the time is getting short, and your time is valuable, I will just take time to introduce to you one phase of the subject: Do you not think the Canadians, as a whole, are proud of our gardens? If you would consider Canada to be a farm as a whole, and the fruit industry a small part of it comparatively—such as a farmer might say to his young boy, ‘There is a small sandy knoll there; suppose you produce the vegetables and fruit for the family.’ This younger member of the family proceeds to do so, and possibly one of the older sons says to the old gentleman, ‘This garden is costing us too much; it is more bother than it gives to us’—(if you take that view of it)—‘do you not think we can buy cheaper?’ Do you not think the old gentleman would wish to foster that industry in his son? Do you not think that Canadians, as a whole, are proud of our orchards and gardens; and do you not think that this new arrangement in the tariff will be as hazardous to our industry as we think? Do you not think that if the farmers who are asking for a change, or others who are asking for a change, knew the effects it will have on our industry—would they not be desirous of having the tariff remain as it is from the very fact that they are proud of the gardens of Canada, and proud to see Canada come to the front in an industry of this kind?

Mr. JOHNSON.—Sir Wilfrid Laurier and Gentlemen,—We have still another gentleman to speak to you, a man well-known throughout the Province of Ontario as the greatest fruit grower of the Province of Ontario, Mr. E. D. Smith.

Mr. E. D. SMITH (Winona).—Sir Wilfrid Laurier and Honourable Members of the Cabinet.—After the arguments have been gone over so thoroughly as they have been I think it would be encroaching upon your time for me to speak more than a very few minutes.

When you look around this vast gathering of fruit growers you will realize how earnestly the people wish to protest against the change in the tariff. Heretofore there has been no one, I understand, who has asked for a change in the fruit tariff. If there is any one who has asked for it it is the consumers. It has been shown that the consumers are not suffering. The Ontario Fruit Growers’ Association and the Niagara District Fruit Growers’ Association has always asked that the duties be left as they are. At the time when the great gathering of farmers was here the Niagara Fruit Growers’ Association was in session and that association passed a unanimous resolution, supported by every member of the association, sending a long telegram to you yourself, Sir, asking that no change be made in the tariff. We felt absolutely secure that there was no change in the tariff and when the newspapers published it on the Friday it came as a bomb-shell. We had felt perfectly sure that there would

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be no changes. We didn't think that this industry would be singled out and made to bear the burden. Seeking as you naturally would do to make some concession, we feel that the fruit-growing industry are asked to give the whole of what is required for the concession granted. The other concessions are small reductions in certain lines of manufacture. So far as our fruit growers are concerned, we do not wish for them. We are of opinion that all the fruit growers in this country believe implicitly in protection. They do not wish to see any other industry crippled, and so they feel it is taking a step in the wrong direction. They only expected a small concession, whereas the whole of the duty of the fruit and vegetable growers was swept away. When the great delegation came here from the west they asked that duties be taken away from agricultural implements, but we wish to submit candidly that if some great concession had to be given, if some great industry had to be sacrificed, then that great industry is much better able to stand it than the fruit growing industry. The main argument that is advanced in regard to the manufacturing industry is that they must be put in such a position as to meet the cheapened labour of other countries, and the great capital of the other countries. We have not only to meet the great capital of the United States, and the earlier climate of the United States—almost every State in the Union can grow the products that we grow—but we have to meet the conditions that have been submitted to you, that are vastly different from the conditions in our country. Our markets are filled with their products before our products are ready to be put upon it. How long could any industry live if put in that position? Suppose any of our manufacturing industries had to lie idle through certain seasons of the year, and during that time the United States manufacturers were able to put their products on the market, and during the rest of the year we had to compete with them. That is the position of our fruit growers. I have heard it said, and no doubt it is believed by the members of this government, that we have some compensating advantage; no doubt it is urged by you that we will have a compensating advantage in turning our goods into their market. First of all, their markets have been filled with all the products we grow, so that we only get the 10c. a basket; when our fruits are on the trees ready to pick, their fruits are ready to pick. While our main crop is on the market—while we are marketing our early crop of peaches they are marketing the later varieties. It is a great mistake to think that we have their market to ship our products to at any time of the year. Their markets are filled at the same time ours are ripe. So that we have no compensating advantage whatever. On the other hand we are handicapped by the reasons stated that we are compelled to work at a disadvantage. Take our land: In the best fruit sections of Canada land is worth from \$175 an acre up even as high as \$1,000 per acre. It may be said that that \$1,000 per acre land is all through the Niagara district; peach land is as high as \$3,000 or \$4,000 per acre. The lowest is \$150 or \$175. We were in the United States this week—for this came upon us so suddenly we were not ready for it before. In the western portion of the State of Michigan there is at least 100 miles, stretching back into the country ten or twenty miles, of excellent peach land. Previous to 1906 there was shipped from that section 8,000,000 bushels of peaches. They are now shipping 2,000,000 bushels, and yet in spite of that their product is reduced to one-quarter they are getting just about one cent a pound less than we are. They are only 100 miles from Chicago and yet the price they get for the best is 2 cents a pound or 1½ cents a pound, but our canning factories have never paid less than 2½ cents per pound. We would expect to find that beautiful land \$400 or \$500 an acre. What do you find? The best land \$100 an acre and from that down to more inferior—as far down as \$10 per acre. We have that to come up against. Immediately that treaty is passed we have to meet those men in an unequal contest. Our fruits are marketed later; our land more costly.

In regard to the cost to the consumer: It is said we are charging the consumer too much for these goods. At the present time there is a large importation of American fruit. These come into the market before our product is ready. It is revenue duty. I think it is but fair that the rich shall pay taxation to the country, and for a long

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period before ours comes into the market it is a revenue duty. During that short period for each successive fruit as it is ripened we are getting an additional crop no doubt for the protective tariff. Four-fifths of the crop at least consumed are not much more than they would be under free trade conditions. Profits are cut down by those who are dealing in these fruits to as low a point as possible. Once take the competition away from the large dealers who have control of these markets, and I am sure the prices will be as great as they are now. I asked a gentleman in Minnesota, 'What do you pay for peaches in the cheapest time of the year?' He said, 'We sometimes pay as low as \$1.75. I asked a gentleman from Regina, and he said the *highest* price he paid was \$1.75 per crate. The present competition in the Niagara district keeps the prices lower than they would be on our side of the line. More than that, let us see what it costs the consumer. Let us assume that the consumer pays one-half of the duty. What does it cost the average family. We will assume the family buys 6 baskets of fruit per year—2 plums, 2 pears and 2 peaches. Half the duty of the first would be 37 cents for the average family—if it is true that they pay half the duty, their total contribution would be 37 cents a family. I don't think any of these gentlemen have figured it out, or they would not have made an argument of it. You yourself, Sir Wilfrid, and various members of the Cabinet, have said that the conditions would be stable; the industrial conditions would never be seriously endangered. We submit this is an industrial concern just as much as any other. Our capital is put into it, and we don't get anything out of it for five or six years. All the arguments that can be advanced for manufacturers can be advanced why these duties should be retained on our products. Suppose a man has bought a mill, bought land for \$5,000 and has mortgaged it for \$4,000. (A man buying land in the Niagara district could borrow four-fifths of the value of the land.) What becomes of him? He is wiped out. The land will depreciate in value. I don't see how any other conclusion can follow than that these lands will depreciate in value, and if they depreciate only 20 per cent it will put many a man on the street.

In regard to the amount of the duty. It is assumed by some that the duty is very high. If an investigation is made of the actual rates on fruit from the United States for the past two years, it will be seen that the duties are smaller than ever.

Apples imported	1909...	\$225,850	duty	\$22,705	= 10	per cent.
"	" 1910...	261,792	"	23,628	= 9	"
Berries imported,	1909...	194,653	"	41,956	= 22	"
"	" 1910...	210,796	"	50,071	= 24	"
Plums imported,	1909...	125,390	"	22,454	= 18	"
"	" 1910...	158,756	"	20,858	= 13	"
Pears imported,	1909...	154,286	"	28,042	= 18	"
"	" 1910...	170,346	"	24,707	= 14	"

It is a great mistake on anybody's part to assume that we are receiving a great big protection. I say it is much lower than the duty on other goods.

I thank you for the opportunity of presenting these to you.

Mr. JOHNSON.—I might just say, Sir Wilfrid, that this closes the arguments we had to present to you as the Fruit-growers and Vegetable growers of the Province of Ontario. There are many others here who would no doubt like to speak to you but we leave it in your hands, believing that you will do justice to the Canadians.

Sir WILFRID LAURIER.—Mr. Johnson and Gentlemen,—It is hardly two months ago that this hall was filled by a delegation which came largely from the West, and which claimed to represent the whole of the Agriculturists of the Dominion of Canada. My first words to them on that occasion on behalf of the government were to extend to them the most cordial welcome; and my first word to you, gentlemen, is to extend to you on this occasion the same welcome, and to express my own regret that you did not come earlier, and that you are so late in the day. For my part it would have been a great pleasure, and a great help I am sure, also, if we had had your

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delegation not only immediately following the delegation which was here on the 16th of December, but I would have preferred to have had them on the same day possibly, so that we could have heard at the same time the arguments which were presented to us then and the arguments presented now—which are rather conflicting. The position of a government in a country so vast as Canada is always a difficult one. You represent an important section of the agricultural industry of the Province of Ontario—the fruit industry. We have referred to farmers—and among them fruit growers—coming from the Province of Ontario, from the Province of Nova Scotia, from the Province of New Brunswick—all asking us the very reverse of what you are now asking us; all asking us as their first demand to obtain if possible from the American authorities, our neighbours, the largest possible measure of reciprocity, not only for grain but also for vegetables and fruits. You come here on the present occasion and tell us that they were all wrong, they were all mistaken, and that we should not have done so. We have had the double demand presented to us from the same class of people—fruit growers and vegetable growers; one asking for the opening of the American market, the other asking for the shutting up of the market of the Americans. I repeat, under such circumstances, the Government—and no matter what government is in office—must have a heavy task to perform. To whom should they listen?—To those who ask for one thing or to those who ask for the other? We were told a moment ago by Mr. Fraser that we should be proud of our garden. As a Canadian I am proud indeed of our garden and of our orchard; and I am proud as a Canadian to say that I speak the truth which is acknowledged at the present time, and which will be more acknowledged as time goes on, that in this particular class of products which you represent—fruits and vegetables—the Canadian gardens and the Canadian orchards are the finest in the world. The difference is rather, as has been pointed out to us, the climatic differences of our country. The difficulty that we are on the northern extremity of the zone—but the advantages there are also in those climatic difficulties. I don't know how it works, but it is acknowledged at the present time that the Canadian apple has no competitor in the world. It is undoubted. I believe also, that the peach which is grown on the northern shore of Lake Erie is superior to any product on this continent. And I would say to Mr. McElvoy, who represents the gardeners of Montreal, that in the month of November the Montreal melons are to be found on the tables of the first-class restaurants of New York—The Sherry and Delmonico. Even under the present tariff duty their excellence is such that the Montreal melon is an article of luxury to be found on the tables of wealth and luxury. It has been stated by the gentlemen who are here, and whose judgment I do not dispute, that if this Treaty goes into force, when the barriers against fruit will be set aside, the advantage will be with the Canadian growers because the Canadian products will have a distinct advantage—the superiority of their own products will displace the product of the United States. There is much to be said on this point, and we have other engagements. Let me tell you this, however. Canada is, as I said a moment ago, a large country; it covers the whole of the northern half of the Continent. The conditions are not the same in every Province. You represent, gentlemen, chiefly the Niagara district. Let me call your attention to the fact that two months ago when we had this delegation of farmers,—they told us to get reciprocity with the United States; Mr. Johnson came here from Norfolk and asked us, on behalf of the fruit growers of Ontario, to endeavour to get reciprocity of trade with the United States—speaking chiefly of apples. Mr. Parker came from Nova Scotia, from the Annapolis Valley—famous for its fruit all over the Continent of America—and asked us, on behalf of the fruit growers of Nova Scotia to obtain if possible for them free access to the American market. You will tell me these men represented chiefly the apple trade; the apple is different from the products that you represent; it is not a perishable product like the small fruits of which you speak. Let me quote here the expression of opinion which was presented to us from New Brunswick—Mr. Fawcett spoke from New Brunswick:—

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Our soil and climate favour the extensive and profitable growing of fruit, and nearly every farm crop common to Canada. Even under the adverse conditions so long existing, we are producing a considerable surplus of potatoes, turnips, hay, and dairy products, and our farmers would receive a direct and immediate benefit from reciprocity. To illustrate briefly I may mention myself: and say, that free access to the American market with my own hay crop, would make me a net gain annually of \$360; and on my strawberry crop, \$200, counting only one-half the duty imposed by the United States tariff, and I am only one of many.

Now, to whom are we to listen?—To the voice of Ontario, which tells us, “Keep the American barrier as it is to-day”; to the voice of New Brunswick, which tells us, “Take down the barriers which are to-day against our crop going into the United States”? It is impossible for any government to maintain the country as we hope to see it, as it is, and as we hope it always will be, if some person in this country is not prepared to make some sacrifice.

To whom are we to listen? Here is one province asking clearly one thing; here is a section of another province asking directly another thing. It seems to me that we should follow the example of the Fathers of Confederation. I suppose there are in this conference Grits and Tories—I would hate to think they were all Grits. Forty years ago or so the leaders of the two parties of that time, George Brown and John A. Macdonald, laid down their differences and united in order to link together the provinces of this great Dominion. We have been pretty successful and we have tried again and then again to follow the same path; and I ask you gentlemen, to remember the difficulties that stand in the way of myself and my colleague, the Minister of Finance, and my colleague, the Minister of Customs. We have been prosperous it is true under the present tariff, as one gentleman has been kind enough to say; but in the face of that prosperity we had the delegation come here and ask us to act in a certain manner in order to remove certain grievances; in the face of that prosperity they asked the government of the land to remove the barrier between Canada and the United States. We have been giving this our best consideration.

I have only this to say: Of course we are bound to listen to you, but after listening to you, my last word to you must be that it is impossible, absolutely impossible, that any law which is passed, that any agreement which is adopted, that any tariff which is made, can be equally agreeable to all parts of the community, but that all must be prepared to make some concession to the common good.

There were loud demands for speech from Mr. Fielding, in response to which the Minister of Finance said:

It is much too late. I thank you very much but I cannot speak to you.

Conference adjourned at 2.15 p.m.

APPENDIX.

MEMORIALS PRESENTED TO SIR WILFRID LAURIER.

To the Senate and House of Commons of Canada in Parliament assembled:

We the undersigned, the President and Executive Committee of the Old Country Association, composed entirely of men born and bred in the British Isles; and the great majority of whom are engaged in the fruit industry, respectfully and earnestly beg to draw the attention of the Dominion Government to the peculiar hardship which will be imposed upon us should this proposed tariff legislation come into effect.

We have been induced to leave Great Britain, and to come to this peninsula, and to invest our capital in the purchase, planting and general improvement of fruit lands in a large measure owing to the very wide distribution of official pamphlets and other literature emanating from Canada, and distributed throughout the British Isles, positively stating that 'the Ontario grower is protected in the home market by a high tariff against foreign grown fruit and vegetables, and thus enjoys that market without serious competition from outside sources.'

The amount of Customs tariffs on the various fruits is specifically stated in these pamphlets and literature; and in order that this particular advantage to the Canadian grower may be clearly understood by the Britisher, this tariff scale is not only set forth in Canadian money but is also set forth in the coinage of Great Britain. Under the belief that these conditions would be stable we have not only sunk our own capital, but have been instrumental in bringing many of our countrymen here to invest in this growing industry, which—owing to the steady rise of recent years in the values of land—now requires a large amount of capital to purchase and equip even the small farms the majority of us own, and to provide for the maintenance of our families during the years it takes to bring an orchard into bearing.

W. ARTHUR BRIGGS.

President.

A. T. BAKER.

A. MERYOU HARRIS.

R. W. F. GRACE.

RICHMOND F. ROBINSON.

HERBERT LAMPARD.

Executive Committee.

ST. CATHARINES, February 4, 1911.

MEMORIAL of the Ontario Vegetable Growers' Association and other market gardeners,
re proposed Reciprocity Agreement as regards the importation of fresh vegetables.

Whereas this Association is composed of men who are citizens of Canada and engaged in the business of growing vegetables for a livelihood; and whereas a measure has been submitted to the House of Commons of Canada granting a reciprocal free trade in fresh vegetables between this country and the United States; and believing,

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as we do, that the Bill as proposed will work great hardship and injustice to the vegetable growers of this country, and be of no appreciable advantage to the dwellers in our cities and towns who are the consumers of our products; .

And whereas the proposed measure, while entirely removing all import duties from our products, makes no reduction whatever in the duties on most of the machinery and supplies, including windmills, pumps, gasoline engines, green-houses, boilers, pipes, glass, ventilating and irrigating machinery, being necessary equipment for our business, all of which are very largely imported; and further, that where reductions are made, as in ploughs, bituminous coal and a few other items, such reductions are so small as to be almost imperceptible.

And whereas we believe that the measure, if it becomes law, will cause our country to be flooded at certain seasons of the year with the surplus of the southern market, causing great loss to our Canadian vegetable growers without affording any commensurate advantage to the consumer, the only advantage that might accrue to the consumer would be that he would receive his vegetables about two weeks earlier in the season than he is doing now, the price that he would pay being about the same as he is doing at present, and the Canadian producer would have to start selling to a market already glutted with a produce similar to his own, being the surplus of southern markets, climatic conditions preventing the Canadian grower putting his produce on the market at the same time as his southern competitors. Therefore, this Association most energetically protests against the enactment of the proposed measure.

RESOLUTIONS PRESENTED TO SIR WILFRID LAURIER.

RESOLUTION ADOPTED BY THE FRUIT AND VEGETABLE GROWERS OF SOUTH ESSEX.

To the Right Honourable Sir, Wilfrid Laurier and Members of the Government:

We, the Fruit and Vegetable Growers of South Essex, feel that we are unfavourably dealt with in the proposed tariff arrangements with the United States.

Some years ago, when the present tariff on fruit and vegetables was enacted, it encouraged the growers in this district to supply the Canadian market, with the result that many thousands of dollars have been expended in green-houses, which now number upwards of one hundred in the vicinity, the industry developing rapidly and fully keeping pace with the requirements of the increasing population, and under the present tariff would continue to do so. If the proposed tariff change is made on peaches, cucumbers, melons and tomatoes, we would be deprived of the market so created and still be compelled to buy many of our requirements on a highly protected market. We feel that we are doing our part towards the development of our country and giving fair return for value received, and we believe that until our government find their courage equal to the task of introducing a measure for the lowering of the tariff on all commodities on a basis more nearly fair to all classes of the community than the one now under consideration the present tariff should remain as it is, and we positively object to the sacrificing of our industry, which would result if compelled to compete with the prematurely harvested and stale products which is produced by the cheap labour and tropical climate.

Resolution of the South Essex Fruit and Vegetable Growers.

J. E. JOHNSTON,
THOS. ROWLEY,
J. L. HILBORN,
E. E. ADAMS.

LEAMINGTON, ONTARIO, January 31, 1911.

SESSIONAL PAPER No. 113a

CITY OF ST. CATHARINES, ONTARIO,
MAYOR'S OFFICE,

Feb. 6, 1911.

Proposed by Alderman Richmond Robinson,

Seconded by Alderman James D. Chaplin.

It being the opinion of this Council that the business interests of the Niagara Peninsula and particularly of this City are deeply concerned in the prosperity of the fruit growers of this section, and feeling that the agreement for reciprocity which is now being considered by the Parliament of Canada, and, whereby it is proposed to remove the duty from tender fruits, will result in serious financial loss, not only to those engaged in fruit growing but to all business interests in this city, and that the consumer at large is now, and will be increasingly hereafter benefited, as the result of the improved scientific methods of cultivation, packing, and shipment of fruit, which are being developed in connection with this industry;

Therefore be it resolved that this Council appoint a committee to be named by the Mayor to accompany the deputation of fruit growers who propose to interview the members of the Dominion Government and protest against the abolition of the present duty upon tender fruits, with no expense to the City.

Carried.

WM. A. MITTLEBERGER,

Treasurer.

JAMES M. McBRIDE,

*Mayor.**RESOLUTION OF ST. CATHARINES BOARD OF TRADE.*

Copy of a Resolution of the Board of Trade of the City of St. Catharines, passed February 2, 1911.

Moved by R. F. Robinson and seconded by Alexander McLaren:

That it being the opinion of this Board that the business interests of the Niagara Peninsula, and particularly of this City, are deeply concerned in the prosperity of the fruit growers of this section, and feeling that the agreement of reciprocity which is now being considered by the Parliament of Canada, and, whereby it is proposed to remove the duty from tender fruits, will result in serious financial loss, not only to those engaged in fruit growing but to all business interests in this City, and that the consumer at large is now, and will be increasingly hereafter benefited as the results of the improved scientific methods of cultivation, packing, and shipment of fruit, which are being developed in connection with this industry.

Therefore be it resolved that this Board appoint a Committee to accompany the deputation of fruit growers who propose to interview the Members of the Dominion Government and protest against the abolition of the present duty upon tender fruits.

Carried.

GEORGE C. CARLISLE,

Secretary.

N. G. W. CONOLLY,

President.

We hereby certify that the above is a true copy of the resolution passed by the Board of Trade of the City of St. Catharines on the 2nd day of February, 1911.

GEORGE C. CARLISLE,

Secretary.

N. G. W. CONOLLY,

President.

1st GEORGE V., A. 1911*Resolution of the Beamsville Board of Trade.*

BEAMSVILLE, ONT., February 7, 1911.

Meeting held of the Board of Trade in A. B. Tufford & Co.'s office.

President, J. A. Hewitt in the chair.

Moved by J. D. Bennett, seconded by Wm. Hewitt, that W. H. Book be appointed secretary of the meeting. Carried.

Moved by J. D. Bennett, seconded by C. Russ, that we, as Board of Trade of the Village of Beamsville, protest against any changes in tariff as proposed by government. Carried.

Moved by Secretary, seconded by W. D. Fairbrother, that Messrs. Hewitt, McArthur and Russ wait on the council to-night and ask them to send a representation to Ottawa with the delegation protesting against the proposed tariff changes. Carried.

Moved by J. D. Bennett, seconded by Dr. Freeman, that the Board of Trade send the president, J. A. Hewitt, with the delegation to Ottawa, expenses limited to \$15. Carried.

Moved that we adjourn to the call of the president. Carried.

Estimates of the Province of Quebec Vegetable Growers' Association towards Gardening in this Province, Island of Montreal District.

There are 250 gardeners.

These 250 gardeners are employing about 10 labourers each, representing a total of 2,500 labourers.

Salaries paid to these 2,500 labourers averages, at \$10 a week, \$1,300,000 a year. These 250 gardeners having an average of 200 hot-beds each will make a total of 50,000 hot-beds. These 50,000 hot-beds, costing \$10 each, will give \$500,000.

These 250 gardeners, cultivating an average each of 30 acres, will give a total of 7,500 acres.

These 7,500 acres of land annually will turn over \$200 an acre, giving a total turned over of \$1,500.

These 7,500 acres of land, valued at \$500 an acre, giving a total of \$3,750,000.

Stock for gardening consisting in horses, wagons, ploughs, harnesses, carts and different tools, valued at \$2,000 each gardener, giving a total amount of \$500,000.

There are about 3,000 more farmers gardening in the province of Quebec on a smaller scale, representing about 15,000 acres of land, and employing an average of two men each, forming a total of 6,000 labourers.

The valuation of these 15,000 acres of land is about \$100 an acre, giving a total of \$1,500,000.

The stock for gardening these 15,000 acres of land by these 3,000 farmer-gardeners is valued at \$300,000.

These 3,000 farmer-gardeners are employing an average of two labourers each, giving a total of 6,000 men employed by them.

Hot-house plants in the Province of Quebec.

In Cote des Neiges district, there are about 300,000 square feet of land under glass, valued at \$200,000, not speaking of the other large plants in surrounding district. These hot-house plants, employing a large number of labourers during the dull season.

Notwithstanding, all material used in this construction of our plants, are subject to a heavy rate of duty.

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A very contestable fact is that the United States have the advantage of climate and to compete with them a large quantity of coal is needed for heating these hot-houses, and we have to invest large capital to build them, and there are a large number of labourers needed to do the work; and it would be practically the ruin of this industry if this treaty of reciprocity was adopted the way it is.

QUEBEC VEGETABLE GROWERS' ASSOCIATION.

- ANATOLE DECARIE,
Secretary-Treasurer.

